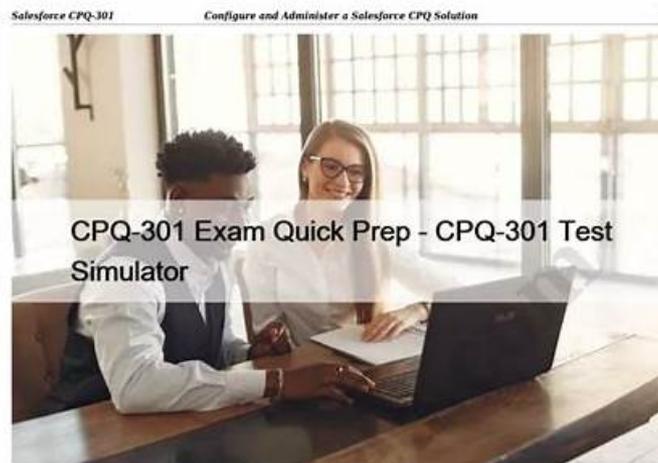


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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q53-Q58):

NEW QUESTION # 53

Universal Containers (UC) sells its Products in three currencies: USD, GBP, and EUR. UC wants to make a renewable Support SKU available for selection in only USD and EUR and has completed the necessary configuration and/or record creation to support the behavior.

What is the expected behavior when a user attempts to add the Support SKU to a Quote in each currency?

- A. * USD: Added to Quote at Pricebook Entry's Ust Price* GBP: Added to Quote with 0 List Price* EUR: Added to Quote at Pricebook Entry's List Price
- B. * USD: Error presented to User in Product Selection* GBP: Error presented to User In Product Selection* EUR: Error presented to User in Product Selection
- C. * USD: Product is unavailable In Product Selection* GBP: Product is unavailable In Product Selection* EUR: Product is unavailable in Product Selection
- D. * USD: Added to Quote at Pricebook Entry's List Price* GBP: Product is unavailable in Product Selection* EUR: Added to Quote at Pricebook Entry's List Price

Answer: D

NEW QUESTION # 54

Universal Containers sells Subscription Products with prorated pricing dependent on the total Subscription Term as follows:

* Product A is configured to have a 36 Month Subscription Term (SBQQ__SubscriptionTerm__c = 36) with a List Unit Price of \$36,000.

* Product B is configured to have a 1 Month Subscription Term (SBQQ__SubscriptionTerm__c = 1) with a List Unit Price of \$2,000, Each Quote Line has a Quantity of 15. The Quote has a Subscription Term of 18 Months without a discount applied. 5 the expected Prorate Multiplier and resulting Net Total for both Quote Lines?

- A. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier = 18* Product B Net Total = \$36,000
- B. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier = 18* Product B Net Total = \$540,000
- C. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier = 1* Product B Net Total = \$360,000

Answer: A

NEW QUESTION # 55

"Universal Containers has a bundle configured and wants to add user selectable products to the configuration that will affect the bundle price. How should the CPQ Admin configure the bundle?

Choose one answer

- A. As a Product Option.
- B. Add a Price Rule.
- C. As a Product Feature.
- D. Add a Product Rule."

Answer: A

NEW QUESTION # 56

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, www.lilly-angel.co.uk, p.me-page.com, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, www.stes.tyc.edu.tw, Disposable vapes

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